

Contact

www.linkedin.com/in/nathan-bibb-36349b26 (LinkedIn)

Top Skills

Networking

Business Development

Sales

Nathan Bibb

Owner at Hometown Fixer Upper
Youngstown

Summary

Creative deal structuring, creative financing options, & marketing to distressed sellers is my specialty. Sold my property management company & brought my wife on the team. We built the brand Hometown Fixer Upper (www.HometownFixerUpper.com). We buy & sell single & multifamily properties & Jacque is a realtor with Century 21 Lakeside. I run marketing & we have a decent amount of incoming leads for off market properties. We truly became a real estate solutions company when Jacque came on board. We can make quick closing cash offers on distressed properties, or if they have more time we can list their property so they get the most money possible. We now have the ability to help every lead call that comes in & we're doing great!

Experience

Hometown Fixer Upper

Owner

May 2018 - Present (2 years 3 months)

I work outside the "old school" methods of real estate investing. Creative deal structuring, creative financing options, & marketing to distressed sellers is my specialty. Little to no money down, backed up with private & hard money lenders is our financing structure. We are proficient at finding & creating great deals for our clients who buy real estate.

We work with out of state buyers looking to invest in the area. If you're interested in investing in Youngstown reach out. We'll need to do some vetting to make sure we're dealing with someone who has the ability to purchase property. Once that's complete, we have all the contacts you'll need to build your team.

I'm also a finance broker with a local capital company so if you need to line up funding for any type of deal let's talk. We have relationships with hundreds of lenders & private funding partners & can generally get our clients the best rates on funding options.

Rust Belt Rentals LLC

Owner

September 2015 - January 2019 (3 years 5 months)

83 E Midlothian

Property Management

House to Home Properties LLC

Marketing and Acquisitions

October 2014 - December 2016 (2 years 3 months)

Youngstown, Ohio Area

Management of the Marketing department, Deal Structuring and Offers, Acquisitions of new properties

Bibb inc.

Owner/Operator

July 2012 - January 2014 (1 year 7 months)

Purchasing & wholesaling cell phones, electronics, HDTVs, tools, etc. Sold locally & online to single consumers & wholesale B2B. Moved on to strictly mobile phones in late 2012. Created a large network of buyers & sellers to export used cell phones overseas. Purchased & sold over \$440,000 in used cell phones in 2013.

Ashford University

Sales & marketing

July 2010 - July 2012 (2 years 1 month)

Greater San Diego Area

Responsible for recruitment of new students into Ashford University's degree programs

Daily activities included: recruiting prospective students for associate & bachelor level degree programs in the field of education & advising enrolled students on achieving academic success. Also created an internal network inside the university to create referral opportunities from other departments.

National Satellite Systems

Dish Network/Directv Satellite Sales

August 2009 - July 2010 (1 year)

Outbound phone sales. Responsible for closing leads generated by employer. Expected to achieve weekly & monthly sales quotas. Managed a large lead database & achieved top sales first month among team.

Herbalife

Independent Distributor

August 2008 - August 2009 (1 year 1 month)

Distributor of Herbalife health & nutrition products. Generated & closed all my own leads. Used surveys, Internet ads, flyers, referrals, & direct selling methods to generate new customers in order to sell Herbalife products. Used online ads to create a lead database of possible distributors to sell products on my team to create residual income. Managed & trained a team of distributors to sell Herbalife products.

L.A. Private Trainers/Rx-Fit

Sales and Marketing

August 2008 - January 2009 (6 months)

Responsible for generating and closing leads. Responsible for contacting businesses and physicians offices to create new business opportunities.

Zanies Comedy Showplace

Bartender

July 2005 - July 2008 (3 years 1 month)

Responsible for service of food and beverages to customers and performers, kept liquor inventory, and took wait staff's cash outs after close.

Harton Regional Medical Center

Radiology Technician's Assistant/Transporter

July 2002 - July 2004 (2 years 1 month)

Responsible for filing x-ray film, developing film, delivering patients for exams, and many other functions. Assisted in performing many different modalities of radiological testing.

Bi-Lo Pharmacy

Pharmacy Technician

July 2001 - July 2002 (1 year 1 month)

Responsible for logging in scripts from physicians into pharmacy database, filling prescriptions, and counting drug inventory.

Medical Center

Radiology Technician's Assistant/Transporter/Admission Clerk

January 2000 - January 2002 (2 years 1 month)

Assisted in performing radiology testing, developed film, and filed x-rays.
Responsible for logging patients into computer database entering emergency
room.

Education

Ashford University

Master of Business Administration (M.B.A.), MBA specialization in Project
Management · (2010 - 2012)

Middle Tennessee State University

B.S, Exercise Science and; Physical Education, Sports
Medicine · (2005 - 2008)

Coffee County Central High School

High School/Secondary Diplomas and Certificates · (1997 - 2000)